Q1. State True or False:
1.1 The procurement based on samples is a preferred mode of purchase irrespective of value.
1.2 Standards allow buyers and sellers to speak the same language.
1.3 Only use branded products when there is a clear reason for it.
1.4 Over as well as under specifying are both equally bad.
1.5 The Pareto rule applies only to procurement, and not to most things in life.
1.6 Procurement from SME’s does not form a significant part of the Government procurement.
1.7 Trade and Industry Associations do not develop Industry Standards.
1.8 Use functional and performance specifications when ‘what’ is likely to be achieved is more important than ‘how’ it is achieved.
1.9 Authority and responsibility should go hand in hand.
1.10 Contract clauses state the rights and obligation of the parties.

Q2. Write the full form of the following abbreviations as used in the context of public Procurement.
2.1 IEC
2.2 BIS
2.3 ISO
2.4 RTAs
2.5 NPV
2.6 RFI
2.7 LCC
2.8 SAE
2.9 RAM
2.10 SCM

Q3. Fill in the blanks.
3.1 Efficiency and economy are ……… corner stones in public procurement operations.
3.2 A specification is a statement of requirements to be ……… by a product or service.
3.3 Hedging is a way of protecting yourself against the …. of price fluctuations.
3.4 Fixed Relationships is like a call office relationship, but with a ……… to buy a certain amount.
3.5 In case of larger, more complex buys, it is important to establish a …. approach.
3.6 Operational requirements are those that are needed to keep the organization ……. on a day to day basis.
3.7 Product ………….. means that all the information that needs to be communicated to the supplier, so that the end user will receive what they require.
3.8 In a spot purchase – once your basic criteria are met, ….. comparison becomes the basis.
3.9 Forecasting based on expert opinion covers scenario analysis and ….. techniques.
3.10 Cost reimbursement methods are the most …….. type of contracts.

Q4. **Very briefly explain – Any four:**

a) Commodity Purchases.
b) Standardization.
c) Supplier relationships.
d) Price variation in contracts.
e) Forecasting of demands.
f) Industry Standards.
g) Product specifications.

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**PART- B**

**Attempt any four questions. All Questions carry equal marks.**

Q5. What are Operational and Capital requirements? Explain in brief. What are Direct and Support functions. Explain

Q6. What are the important criteria’s in the evaluation of bids? Explain briefly.

Q7. What are the different types of contracts? Describe. Also describe the bid evaluation process.

Q8. **Write short notes on any three.**
a) Bidder complaints.
b) Environment Management Systems..
c) Two stage tendering.
d) Competitive bidding.
e) Termination of Contract.
f) Supply strategy for commodities.

Q9. Make a flow chart, and describe the various steps involved in procurement process. Why is open tendering the preferred option beyond a particular value in government purchases?

Q10 Draw a diagram of supply positioning model indicating the four quadrants. Indicate the characteristics of bottleneck items, & describe the supply strategy for routine items

Q11. What are the advantages & disadvantages of using brand names, demonstration and samples in procurement?

Q12. Explain the concept of lowest total cost of ownership. What are its components? Describe.

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